

FIG. 1

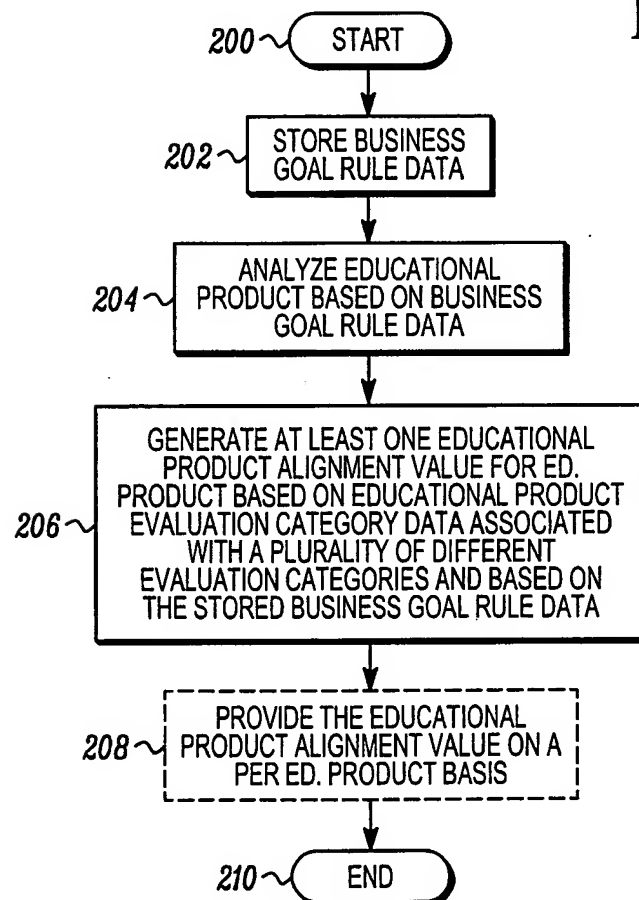


FIG. 2

2/12

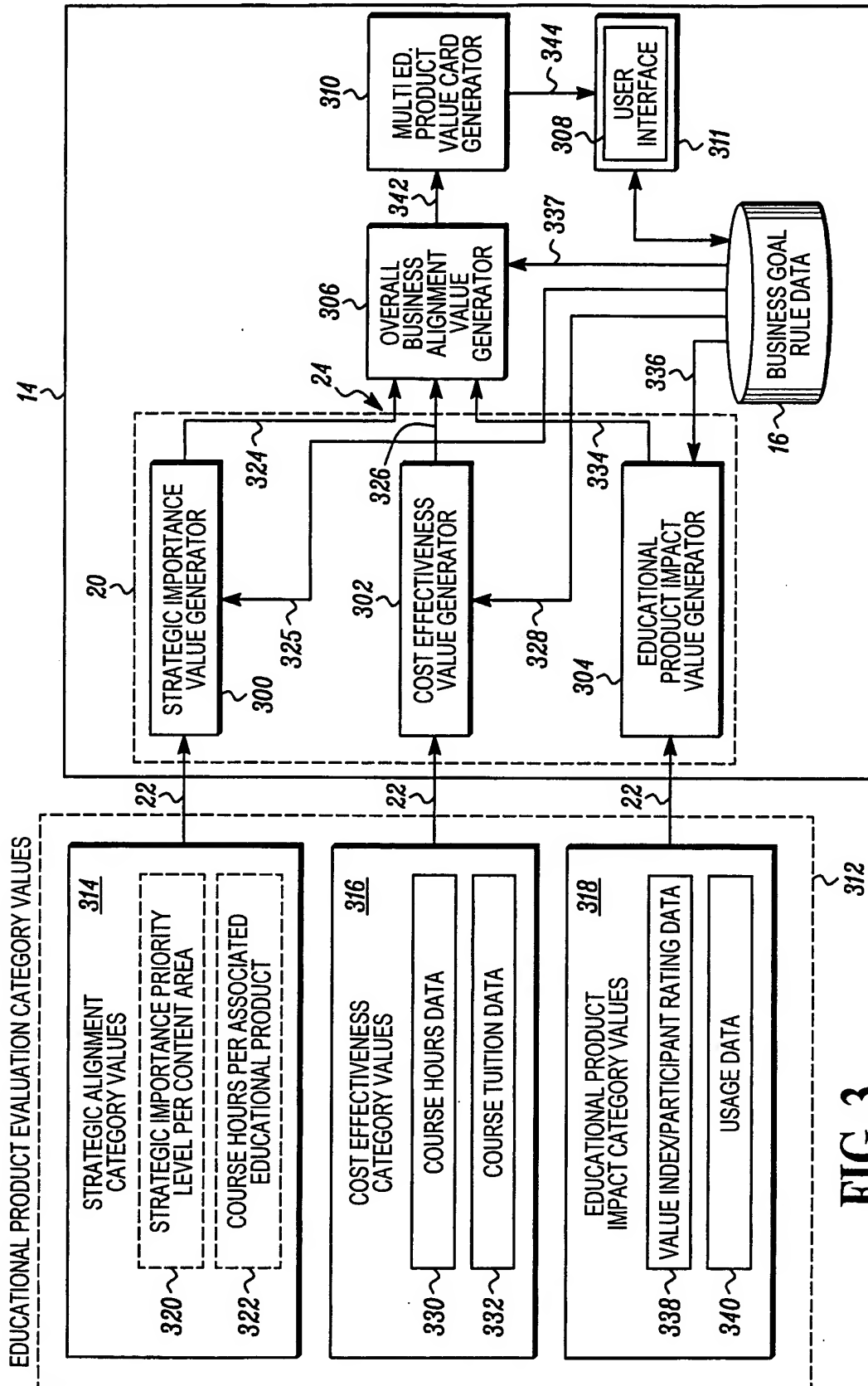


FIG. 3

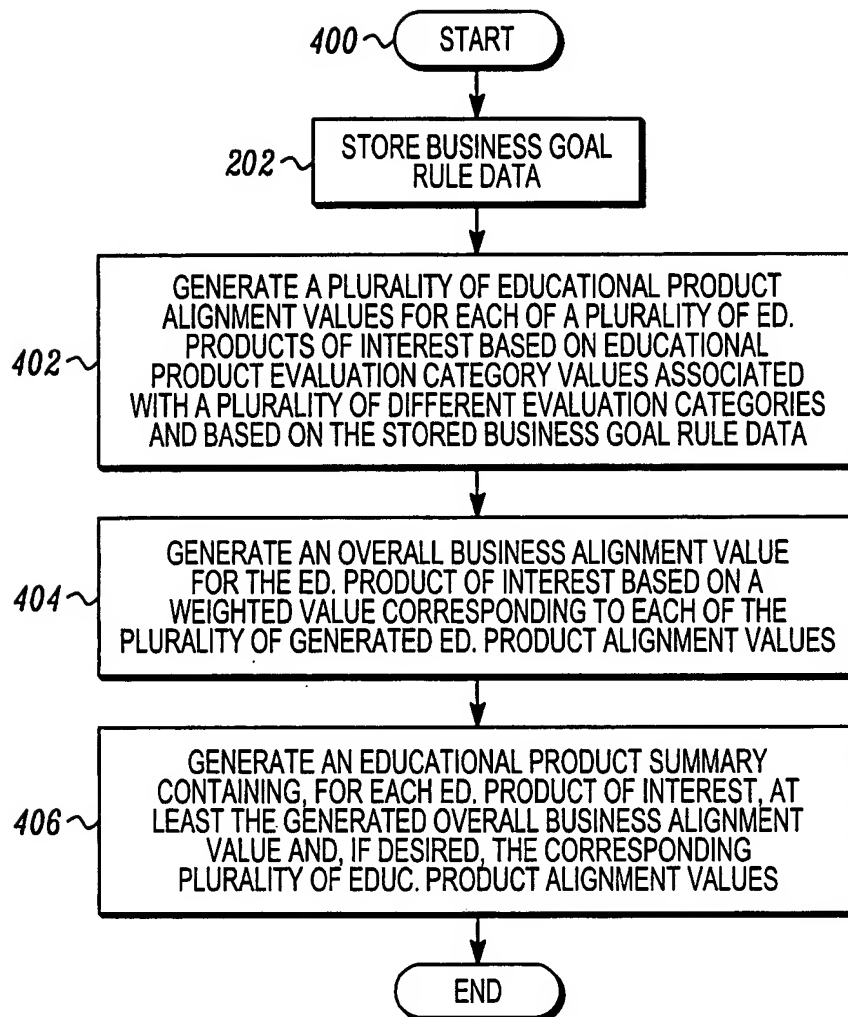


FIG. 4

EDUCATIONAL PRODUCT SUMMARY WEIGHTING					0.50		0.35		0.15		OVERALL BUSINESS ALIGNMENT VALUE 342	KEYS DRIVERS OF FINAL RATING
EDUCATIONAL PRODUCT ID (NAME)	STRATEGIC IMPORTANCE ALIGNMENT VALUE	COST EFFECTIVENESS VALUE	IMPACT VALUE	0.50	0.35	0.15	0.15					
ACCOUNTS RECEIVABLE PRIMER 324	2	1	2	2	1	2	2.72	FAIR ALIGNMENT WITH WAY OFF ON TARGET HOURS AND SOMEWHAT OFF ON COST LOW USAGE AND MEDIUM RATINGS				
BEST PRACTICES FOR CUSTOMER BILLING	1	3	2	2	3	2	3.42	POOR ALIGNMENT WITH OFFERINGS WITHIN TARGET HOURS AND COST HIGH USAGE AND MEDIUM RATINGS				
BILLING 101	1	1	2	2	1	2	1.32	POOR ALIGNMENT WITH OFFERINGS WAY OFF TARGET HOURS AND COST HIGH USAGE AND MEDIUM RATINGS				
CUSTOMER SERVICE EXCELLENCE	1	2	2	2	2	2	2.25	POOR ALIGNMENT WITH OFFERINGS WITHIN TARGET HOURS BUT WAY OFF ON COST HIGH USAGE AND LOW RATINGS				
FINANCIAL BASICS	1	3	2	2	3	2	3.42	POOR ALIGNMENT WITH OFFERINGS WITHIN TARGET HOURS AND COST HIGH USAGE AND MEDIUM RATINGS				
FINANCE IN OUR BUSINESS	1	3	1	1	3	1	2.89	POOR ALIGNMENT WITH OFFERINGS WITHIN TARGET HOURS AND COST LOW USAGE AND LOW RATINGS				
HOW FINANCE WORKS	3	3	2	2	3	2	8.12	POOR ALIGNMENT WITH OFFERINGS WITHIN TARGET HOURS AND COST HIGH USAGE AND MEDIUM RATINGS				
HUMAN CAPITAL TRANSFORMATION WORKSHOP	3	3	2	2	3	2	3.42	EXCELLANT ALIGNMENT WITH OFFERINGS WITHIN TARGET HOURS AND COST LOW USAGE AND MEDIUM RATINGS				
INTRODUCTION TO BILLING SYSTEMS	1	3	2	2	3	2	3.42	EXCELLENT ALIGNMENT WITH OFFERINGS WITHIN TARGET HOURS AND COST LOW USAGE AND MEDIUM RATINGS				
MARKETING FOR YOUR CUSTOMERS	1	3	2	2	3	2	3.42	POOR ALIGNMENT WITH OFFERINGS WITHIN TARGET HOURS AND COST HIGH USAGE AND MEDIUM RATINGS				
PROCUREMENT OVERVIEW	2	2	2	2	2	2	4.00	POOR ALIGNMENT WITH OFFERINGS WITHIN TARGET HOURS BUT WAY OFF ON COST LOW USAGE AND MEDIUM RATINGS				
TECHNOLOGY FOR TODAY'S BUSINESS LEADER	2	2	2	2	2	2	4.00	FAIR ALIGNMENT WITH OFFERINGS WITHIN TARGET HOURS BUT WAY OFF ON COST LOW USAGE AND MEDIUM RATINGS				

500

508

344

5/12

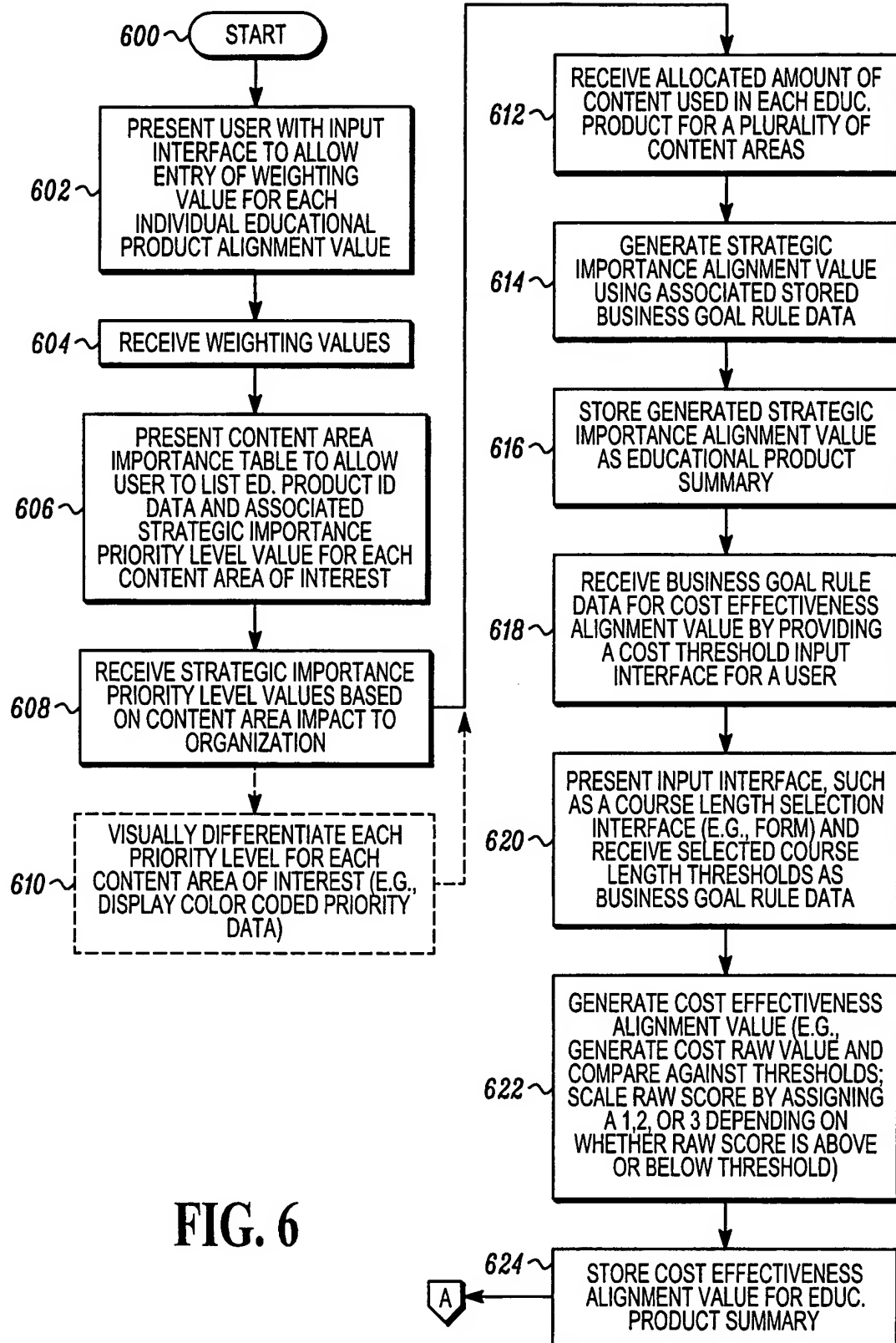


FIG. 6

6/12

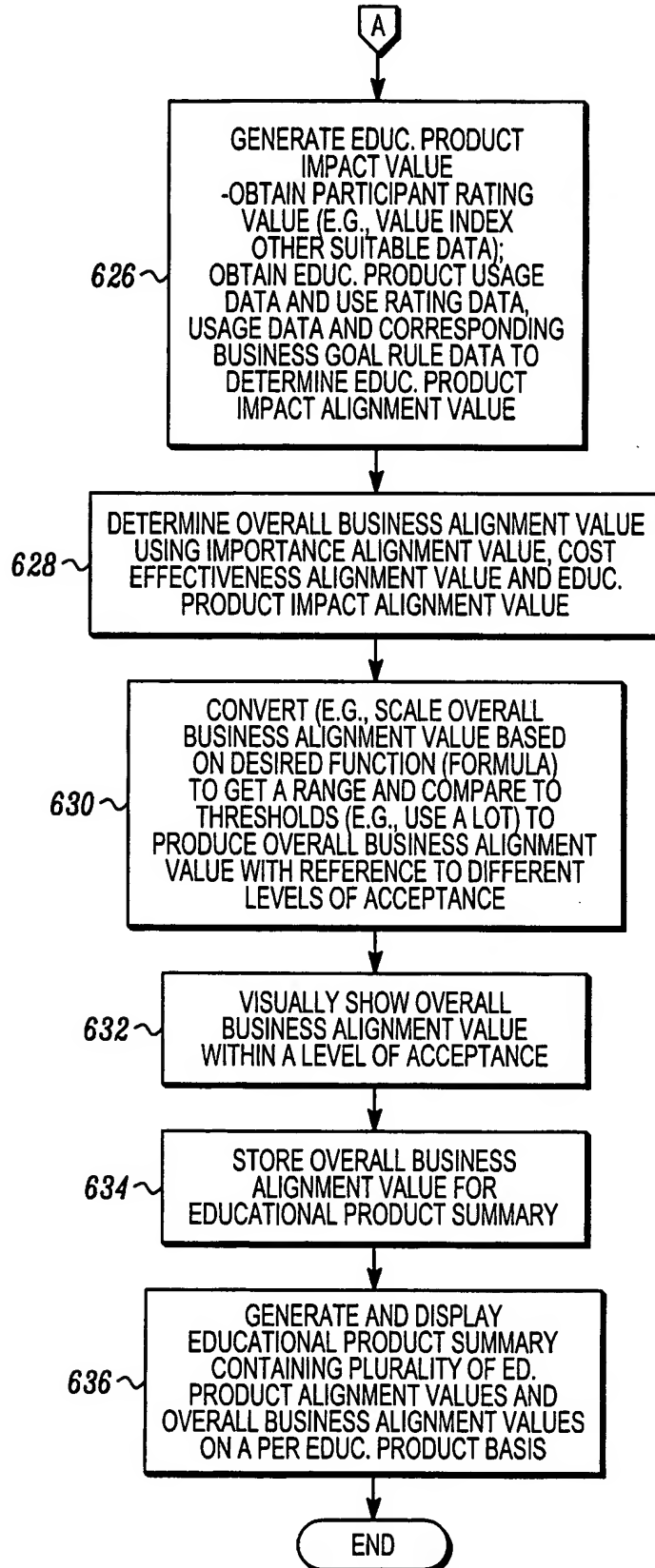


FIG. 7

800

EDUCATIONAL PRODUCT ALIGNMENT VALUE WEIGHTING TABLE	
EVALUATION CRITERIA	WEIGHTING IN OVERALL BUSINESS FINAL RATING SCORE
324 ~ STRATEGIC ALIGNMENT VALUE	502 ~ 50% 802
326 ~ COST EFFECTIVE ALIGNMENT VALUE	504 ~ 35% 804
334 ~ IMPACT ALIGNMENT VALUE	506 ~ 15% 806
TOTAL	100%

FIG. 8

900

CONTENT AREA IMPORTANCE TABLE	
CONTENT AREA	STRATEGIC IMPORTANCE PRIORITY LEVEL DATA
902 ~ CUSTOMER CONTACT TRANSFORMATION	M(2)
FINANCE & ACCOUNTING OUTSOURCING	L(1)
HUMAN CAPITAL TRANSFORMATION	H(3)
INFORMATION TECHNOLOGY OUTSOURCING	M(2)
OPERATIONS - BACK OFFICE SOLUTIONS	L(1)
PROCEDUREMENT SOLUTIONS	L(1)
INSIGHT DRIVEN MARKETING	M(2)
ENTERPRISE SOLUTIONS ENTERPRISE RESOURCE PLANNING (ERP)	H(3)
IT TRANSFORMATION	H(3)
CIO FOCUSED TECHNOLOGY OFFERINGS	L(1)

320

FIG. 9

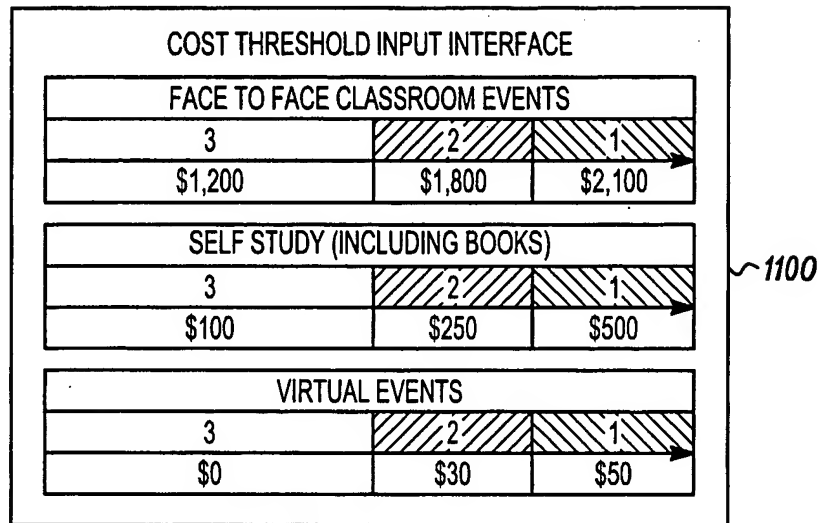
1000

EDUCATIONAL PRODUCT BREAKDOWN BY CONTENT AREA TABLE USER WOULD MAP EACH EDUCATION PRODUCT HOURS TO THE CONTENT AREAS THE EDUCATIONAL PRODUCT COVERS															
EDUCATIONAL PRODUCT ID	EDUCATIONAL PRODUCT TOTAL HOURS	CONTENT AREAS								FORMULA IS:					
		MEDIUM (2)	CUSTOMER CONTACT TRANS- FORMATION	FINANCE & ACCOUNTING OUTSOURCING	HUMAN CAPITAL TRANS- FORMATION	INFORMATION TECHNOLOGY OUTSOURCING	OPERATIONS- BACK OFFICE SOLUTIONS	PROCUREMENT SOLUTIONS	INSIGHT DRIVEN MARKETING		ENTERPRISE SOLUTIONS ENTERPRISE RESOURCE PLANNING (ERP)	IT TRANSFORM- ATION	C/O FOCUSED TECHNOLOGY OFFERINGS	STRATEGIC IMPORTANCE ALIGNMENT VALUE (RAW DATA)	
		THESE EDUCATIONAL PRODUCTS MAP TO THE SAME OFFERING (PRODUCTS/SERVICES)													
FINANCIAL BASICS	8			4								4	8	$((4^1) \times (4^1)) / (8^3)$	
HOW FINANCE WORKS	16			8				4					4	12	$((8^1) \times (4^1) \times (4^1)) / (16^3)$
FINANCE IN OUR BUSINESS	24			4									20	24	$((4^1) \times (20^1)) / (24^3)$
THESE EDUCATIONAL PRODUCTS MAP TO THE SAME PRODUCT AND SERVICES															
BILLING 101	16							8							$((8^1) \times (8^3)) / (16^3)$
ACCOUNTS RECEIVABLE PRIMER	2							1							$((1^1) \times (1^3)) / (2^2)$
INTRODUCTION TO BILLING SYSTEMS	40							10							$((10^1) \times (30^3)) / (40^3)$
BEST PRACTICES FOR CUSTOMER BILLING	24							4							$((4^1) \times (20^3)) / (24^3)$

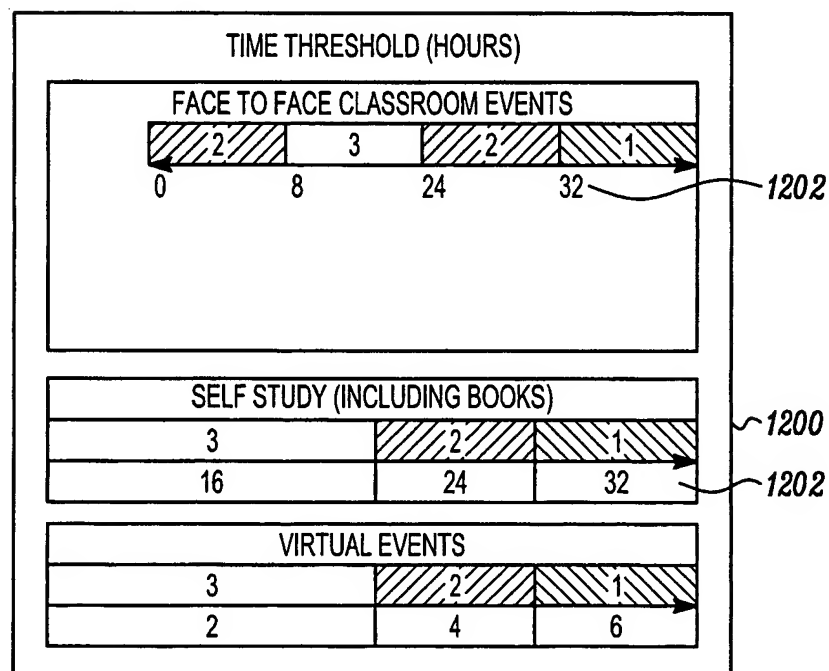
FIG. 10



9/12

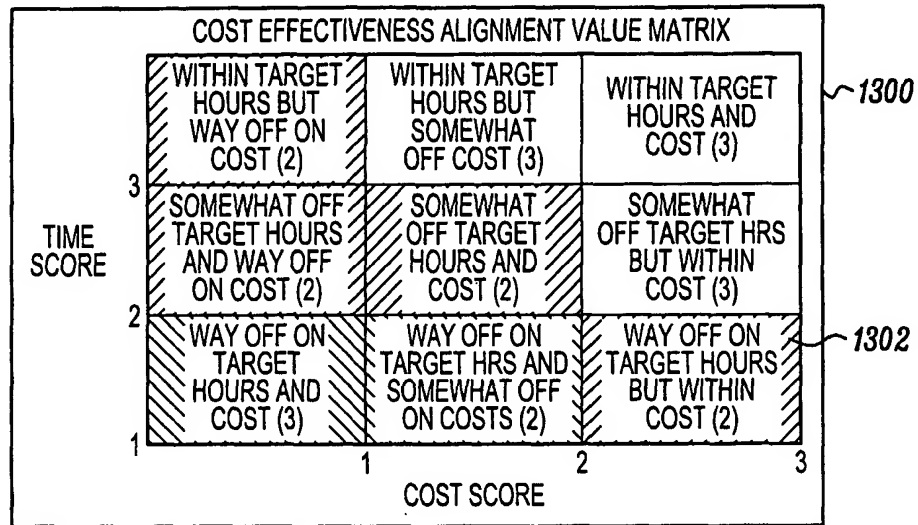


**FIG. 11**

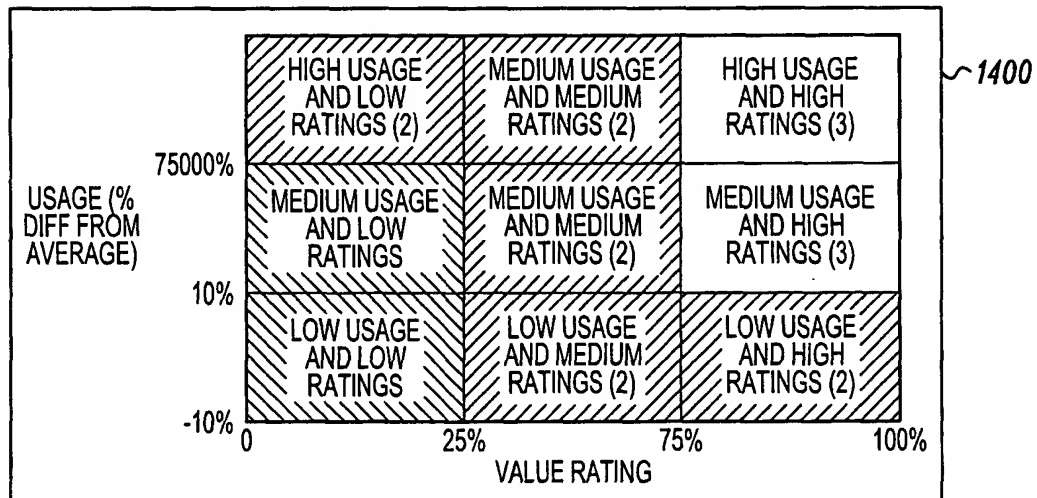


**FIG. 12**

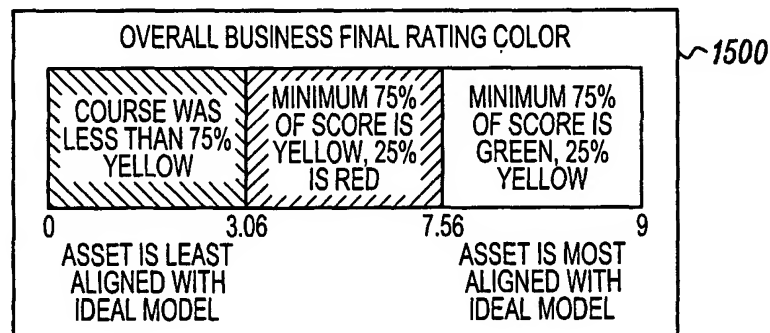
10/12



**FIG. 13**



**FIG. 14**



**FIG. 15**

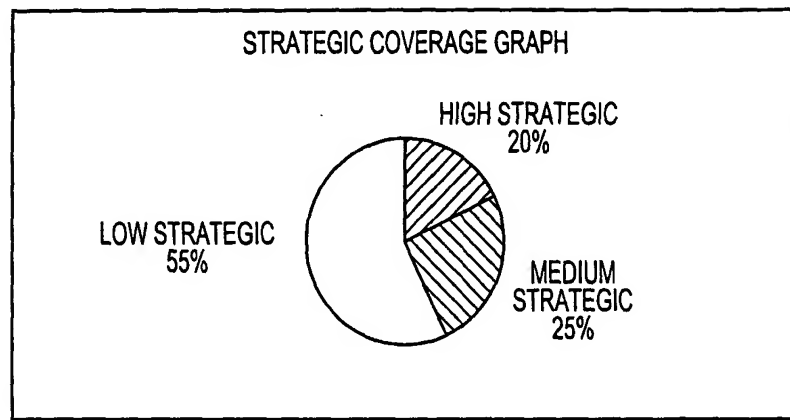
11/12

1600

USAGE ANALYSIS - PENETRATION OF EDUCATIONAL PRODUCTS TAKE UP			
THRESHOLD	# EDUCATIONAL PRODUCTS	% EDUCATIONAL PRODUCTS	1602
80%	5	5%	80% OF THE USAGE, COMES FROM 5% (5) OF THE EDUCATIONAL PRODUCTS. THE MAJORITY OF YOUR USAGE COMES FROM ONLY 5 OF THE EDUCATIONAL PRODUCTS. WHY ARE PEOPLE ONLY USING THESE 5?
50%	16	16%	50% (HALF) OF THE USAGE, COMES FROM 10% (10) OF THE EDUCATIONAL PRODUCTS. HALF OF YOUR USAGE COMES FROM ONLY 16 EDUCATIONAL PRODUCTS. WHAT ABOUT THE OTHER 36? WHY ARE PEOPLE NOT USING THEM?
	100		TOTAL NUMBER OF EDUCATIONAL PRODUCTS
TOTAL USAGE (FOR 10 MOST USED)		3,019	
% OF TOTAL USAGE		37.7%	ABOUT 1 OUT OF EVERY 3 EDUCATIONAL PRODUCTS USED COMES FROM THE SAME POOL OF 10 EDUCATIONAL PRODUCTS
TOTAL USAGE (FOR 10 LEAST USED)		0	
% OF TOTAL USAGE		0.0%	IN THIS CASE THERE ARE AT LEAST 10 EDUCATIONAL PRODUCTS THAT HAVE NOT BEEN USED AT ALL.
# OF ASSETS WHICH HAVE LOW USAGE (20 OR LESS PEOPLE)		70	
% OF TOTAL ASSETS		27%	ABOUT 1 OUT OF EVERY 4 EDUCATIONAL PRODUCTS HAS 20 OR FEWER USERS.
# OF ASSETS NOT USED IN PAST 2 YEARS		45	
% OF TOTAL ASSETS		17%	ABOUT 1 OUT OF EVERY 5 EDUCATIONAL PRODUCTS HAVEN'T BEEN USED IN THE PAST 2 YEARS.

FIG. 16

12/12



**FIG. 17**

1800

CONTENT AREAS				
EDUCATIONAL PRODUCT NAME	FINANCE & ACCOUNTING OUTSOURCING	OPERATIONS BACK OFFICE SOLUTIONS	CIO FOCUSED TECHNOLOGY OFFERINGS	ENTERPRISE SOLUTIONS ENTERPRISE RESOURCE PLANNING (ERP)
THESE EDUCATIONAL PRODUCTS MAP TO THE SAME OFFERING (PRODUCTS/SERVICES)				
FINANCIAL BASICS	X		X	
HOW FINANCE WORKS	X		X	
FINANCE IN OUR BUSINESS	X		X	
THESE EDUCATIONAL PRODUCTS MAP TO THE SAME PRODUCT AND SERVICES				
BILLING 101		X		X
ACCOUNTS RECEIVABLE PRIMER		X		X
INTRODUCTION TO BILLING SYSTEMS		X		X
BEST PRACTICES FOR CUSTOMER BILLING		X		X

**FIG. 18**